

# Opportunity

## BN000034667 – Industry Leading Mechanical Enclosure Company With an Extensive Pipeline of Projects.

Location: Midwest USA



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The company produces and installs mechanical enclosure systems (soffit systems) that are used to conceal exposed pipes, fire sprinklers and other exposed mechanicals.

## Bids Invited

### Key Aspects

- Industry leading mechanical enclosure systems
- Fully-customizable product specifications made in the USA
- Only products in the industry that are FM-certified as a fire barrier and UL and ULC listed
- Intellectual property assets (patents) for key products

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2016	Internal	\$1,516	\$1,046	\$546
12/31/2017	Internal	\$3,814	\$2,346	\$1,564
12/31/2018	Internal	\$2,438	\$1,339	\$63
12/31/2019	Internal	\$1,380	\$850	\$78
12/31/2020	Internal	\$772	\$555	(\$93)

\* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

**Tyrus O'Neill**  
**oneill@benchmarkintl.com**  
**615-924-8950**

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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## Opportunities

- Increase revenue by expanding marketing efforts to reach new markets
- Increase marketing efforts toward HVAC and electrical contractors

## Headquartered

- Midwest USA

## Real Estate

- The company operates from an 39,065 sq. ft. facility leased from an affiliated third party.

## Shareholder Objectives

- The owners would like to retire and move onto other non-related business ventures but are open to various deal structures. They are also willing to remain on with the new ownership for a transition period or other specified period of time.

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